

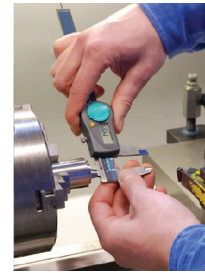
*"Working with VMEC has been a huge help for me and for the APB team. Since opening our doors for business in 2013, VMEC has significantly helped APB to grow both faster and smarter than we otherwise would have. The net result of their outstanding hands-on support, including easy access to many excellent resources, is that we are now in a strong growth position and have become the leader in our industry." Andrew Pearce, President and CEO*

### RAPID GROWTH THROUGH VALUE STREAM MAPPING PROJECT AND SUPPORT

**ABOUT.** Andrew Pearce Bowls (APB) creates hand-turned and handmade bowls using an innovative lathe, plus other customized equipment and processes. The family-owned business purchased and re-located from its original small workshop in mid-2015 to a much larger production facility in Hartland, VT. APB employs approximately 15 people. In addition to various size bowls, APB creates wooden cutting and serving boards, as well as serving utensils and live edge shelving. Several bowls can be produced from a single block of wood cut from logs harvested in Vermont or nearby New York forests. Cherry and black walnut wood is used in almost all APB designs. Andrew Pearce has designed and customized unique equipment and machinery that efficiently produce beautiful, hand-turned wooden bowls and other products through systems and processes that generate very little wood waste, while minimizing environmental impacts and encouraging forest sustainability.

**THE CHALLENGE.** APB had begun experiencing rapid sales growth and needed to maintain production capabilities in balance with market and other company demands. After VMEC analyzed the 'Current State' of the organization and evaluated potential needs and changes to ensure a successful 'Future State', it was determined that a VSM project, including employee VSM training, would provide the best and most immediate positive results for the organization and its employees.

**MEP'S ROLE.** Actions taken by VMEC, a NIST MEP affiliate, to assist APB with a customized VSM project consisted of: 1) VMEC overview training in VSM as a Lean tool to help analyze APB business processes; 2) Creating a Current State map of APB which captured order and production process flows; 3) Creating a Future State map of the company which incorporated anticipated growth in business volume and possible new product offerings, and 4) Generating an Action List prioritized to identify the most critical steps to ensure success, including considerations of physical plant layout needed to accommodate projected growth.



### RESULTS



**\$120,000** increased sales



**\$60,000** retained sales



**10** new jobs



**\$500,000** investment in plant equipment



**\$20,000** investment in workforce practices

### NEXT STEPS



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